



Senior Lead Generation Specialist – Virtual Position

Intelemark is celebrating 20+ years of connecting our clients to their most valuable, highest-quality prospects and we are growing. We are a leader in business to business (B2B) demand generation, specifically B2B appointment setting and B2B lead generation. The Intelemark team seeks mature, experienced independent contractors who can work virtually as a Senior Lead Generation Specialist. **PLEASE ONLY APPLY if you meet the required minimum 4+ years' experience in outbound B2B Appointment Setting/Lead Generation.**

This is a full time or part time virtual opportunity with immediate openings!

As a Senior Lead Generation Specialist for Intelemark, you would set appointments or generate leads for our clients using lead lists and call guides we provide.

Do you have the Lead Generation Qualifications we're looking for?

- Proven success doing B2B lead generation and B2B appointment setting
- Minimum 4+ years' experience as B2B lead generation and B2B appointment setting on mid to large size companies
- Speaks English fluently
- Excellent written and verbal communication skills
- Broad based knowledge of multiple industries and an understanding of the sales process
- Self-starter individuals who are looking to grow and are mature, motivated, and independent for this virtual/remote position

Senior Lead Generation Specialist Responsibilities:

- Lead Generation Agents/Appointment Setters use our proprietary software to access leads
- Meet daily, weekly, and monthly goals
- Use Cloud Based proprietary software to place outbound calls in order to uncover and qualify opportunities for our clients
- Our representatives will call multiple industries speaking to decision makers at the C-level, VP-level and Director level, setting up and coordinating sales appointments and sales leads for our clients
- Must be able to converse in a professional manner with these decision makers, qualify them as directed, and close for a lead/appointment

Compensation and Perks:

- Base hourly pay, based on experience
- Bonus programs available

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Pay Rate: \$16.00 up to \$19.00 to start [based on experience]

Candidates should have the necessary skills to generate leads and/or set qualified B2B appointments with decision makers at mid to large size companies. Verifiable work experience and compensation history required.

Previous experience as call center representatives, inside sales representatives, business development specialists, and virtual/remote phone sales professionals with B2B experience are encouraged to apply.

This is not a sales position. Our lead generation/appointment setting professionals support clients' sales teams and help companies fill their sales pipeline.

Do not apply without meeting the required minimum of 4+ years' experience in outbound B2B Appointment Setting/Lead Generation.

Job Type: Contract